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College Placement Council, Inc. 62 Highland Avenue / Bethlehem, PA 18017

CPC Salary Survey

REGIONAL Report No. 6 September 1990

MIDDLE ATLANTIC REGION (MAPA)

American University
Bloomsburg University
Bluefield State College
Bryn Mawr College
Bucknell University
California University of Pennsylvania
Capitol College
Carnegie-Mellon University
Catholic University of America
Cedar Crest College
Centenary College
Delaware State College
University of Delaware
University of District of Columbia
Drew University
Elizabethtown College
Fairleigh Dickinson-Rutherford
Fairleigh Dickinson-Teaneck
Gannon University
Georgetown University
George Washington University
Gettysburg College
Glenville State College
Grove City College
Hampden-Sydney College
Haverford College
James Madison University
Juniata College
Kutztown University
Lafayette College
LaSalle University
Lehigh University
Lock Haven University
Lycoming College
Mansfield University
University of Maryland - Baltimore County
University of Maryland - College Park
Marymount University-Graduate School
Neumann College
New Jersey Institute of Technology
Penn State University
Penn State-Behrend College
Penn State-Capitol Campus
University of Pennsylvania
University of Pittsburgh
Princeton University
Ramapo College of NJ
Rutgers University-Camden-Arts & Science
Rutgers University-Newark
Rutgers University-New Brunswick
University of Scranton
Seton Hall University
Spring Garden College
Susquehanna University
Swarthmore College
Temple University
Trenton State University
Villanova University
Virginia State University
Virginia Wesleyan University
Washington & Lee University
West Virginia Institute of Technology
West Virginia University
Widener College

The career planning & placement offices that participate in the ***Salary Survey*** are divided into seven geographic regions. The participants listed above comprise the **Middle Atlantic** Region.

The data are based on salary offers made to students graduating between September 1, 1989, and August 31, 1990. Tables on pages 1 through 8 list data on both regional and national levels for the interim period (June 4, 1990 through August 9, 1990) and cumulatively (September 1, 1989, and August 9, 1990). The block tables list data for the cumulative period and include only those categories for which offers were reported.

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BACHELOR'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS

(Data Combined for Men and Women)

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 6/4/90 THROUGH 8/9/90							CUMULATIVE PERIOD 9/1/89 THROUGH 8/9/90						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
BUSINESS														
ACCOUNTING	63	1098	$25289	$25975	$29000	$26000	$20000	434	5438	$27652	$26391	$32000	$28000	$22000
BUSINESS ADMIN (INCL MGMT	118	611	26220	23965	33000	27000	19000	224	1874	25380	23529	32000	25800	19000
DISTRIBUTION MANAGEMENT	6	35	26117	24458	*	*	*	20	108	26193	25079	29000	27130	22000
ECONOM & FINANCE (BANKING	81	590	27383	25266	32000	27500	21500	210	2472	26732	25184	32000	27000	21000
HOTEL/RESTAURANT MGMT.	1	89	12220	20484	*	*	*	35	209	22292	20752	23000	23000	18000
HUMAN RSRCS (incl LABOR R	2	36	18100	22885	*	*	*	2	140	18100	23101	*	*	*
MANAGEMENT INFO SYSTEMS	3	124	30833	27176	*	*	*	19	599	27189	27428	*	*	*
MARKETING/MARK MGMT (RESR	16	443	23896	23874	*	*	*	50	1979	24605	23543	29500	24750	19320
REAL ESTATE	+	5	+	25259				+	29	+	24509			
COMMUNICATIONS														
ADVERTISING	+	39	+	20981				+	104	+	20742			
COMMUNICATIONS	3	102	22288	21271	*	*	*	18	366	21031	21002	*	*	*
JOURNALISM	+	31	+	21096				+	134	+	19488			
TELECOMMUN/BROADCASTING	2	8	17668	19892	*	*	*	2	73	17668	20413	*	*	*
EDUCATION														
ELEMENTARY EDUCATION	7	224	17586	18689	*	*	*	9	598	19056	18974	*	*	*
PRE-ELEMENTARY EDUCATION	3	12	16833	18356	*	*	*	3	39	16833	17507	*	*	*
PHYSICAL EDUCATION	+	23	+	20918				+	67	+	19904			
SPECIAL EDUCATION	5	37	20958	21843	*	*	*	5	123	20958	20433	*	*	*
HOME ECONOMICS														
HUMAN ECOLOGY (HOME ECONO	4	8	20694	21020	*	*	*	4	20	20694	19383	*	*	*
TEXTILES & CLOTHING	1	11	14560	18823	*	*	*	10	144	19956	20662	*	*	*
MERCHANDISING MANAGEMENT	7	41	19714	19113	*	*	*	12	94	18915	19496	*	*	*
HUMANITIES														
FOREIGN LANGUAGES	3	38	23033	24058	*	*	*	5	76	24820	23607	*	*	*
LETTERS (incl English, Li	20	105	21414	22533	28080	21000	15000	33	262	23690	21566	31500	24000	16500
VISUAL & PERFORMING ARTS	7	51	21169	20757	*	*	*	11	119	21426	20588	*	*	*
HUMANITIES - OTHER	5	61	22077	22453	*	*	*	13	165	21237	23213	*	*	*
SOCIAL SCIENCES														
CRIMINAL JUSTICE	4	26	17212	21501	*	*	*	6	57	18115	20745	*	*	*
HISTORY	15	65	24353	22860	*	*	*	19	125	24268	22715	*	*	*
POLITICAL SCIENCE/GOVT	8	115	26500	23681	*	*	*	23	265	24140	23677	31000	23000	20195
PSYCHOLOGY	14	116	21574	21024	*	*	*	27	299	23705	20688	32000	23000	18000
SOCIOLOGY	8	38	18223	20113	*	*	*	12	82	19148	20134	*	*	*
SOCIAL SCIENCES-OTHER	10	107	21630	20976	*	*	*	20	230	22040	21627	30000	23500	13000
ENGINEERING														
AEROSPACE & AERONAUTICAL	2	68	32668	30688	*	*	*	5	346	30858	30509	*	*	*
AGRICULTURAL	+	6	+	30458				+	59	+	30127			
ARCHITECTURAL	+	16	+	28110				+	73	+	28916			
BIOENGINEERING & BIOMEDIC	1	5	35000	25698	*	*	*	1	52	35000	30052	*	*	*
CHEMICAL	66	417	35177	35296	36900	35400	33600	254	2290	35008	35122	36700	35400	33000
CIVIL	38	276	28793	28533	32500	28000	26500	101	1422	28083	28136	32000	28000	24960
COMPUTER	37	108	34295	32343	36000	34000	33000	72	439	33122	31490	36000	33550	26252
ELECTRICAL/ELECTRONIC	87	905	31858	31665	35500	32400	26252	310	3529	31581	31778	35000	32000	26252

continued

BACHELOR'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS

(Data Combined for Men and Women)

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 6/4/90 THROUGH 8/9/90							CUMULATIVE PERIOD 9/1/89 THROUGH 8/9/90						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING (continued)														
ENIVRONMENTAL ENGINEERING	+	1	+	$36000				2	6	$28080	$30019	*	*	*
INDUSTRIAL	12	140	$31927	30013	*	*	*	127	995	31192	30525	$33600	$31700	$27600
MECHANICAL	133	792	32326	31703	$35400	$33000	$30000	372	3587	32012	32064	35000	32400	29000
METALLURGICAL	7	44	30909	31589	*	*	*	15	205	31786	32235	*	*	*
MINING (INCL GEOLOGICAL)	+	4	+	28383				3	44	30500	29383	*	*	*
NUCLEAR	+	20	+	33302				6	55	32520	31750	*	*	*
PETROLEUM	1	20	38100	33504	*	*	*	1	158	38100	35202	*	*	*
TEXTILE	+	7	+	33026				+	10	+	33219			
ENGINEERING TECHNOLOGY	26	184	31328	29990	37000	30500	26000	44	483	29913	29318	36000	30000	23000
INDUSTRIAL TECHNOLOGY	+	53	+	30058				+	116	+	29235			
AGRICULTURAL & NATURAL RESOURCES														
AGRIBUSINESS	+	17	+	21448				2	123	18000	21834	*	*	*
ANIMAL SCIENCES	+	13	+	21436				+	55	+	19719			
PLANT SCIENCES	+	4	+	19125				+	32	+	21176			
NATURAL RESOURCES	+	8	+	20032				1	24	18000	19058	*	*	*
OTHER AGRICULTURAL SCIENC	3	7	28800	26829	*	*	*	3	56	28800	24411	*	*	*
COMPUTER SCIENCE														
COMPUTER SCIENCE	58	362	29838	30012	34500	30000	26000	177	1382	29607	29804	34000	30000	25900
COMPUTER PROGRAMMING	4	16	31000	26526	*	*	*	13	86	27822	28223	*	*	*
INFORMATION SCIENCES & SY	57	112	29876	29147	35000	30500	25200	87	457	29670	28631	35000	30000	25800
SYSTEMS ANALYSIS	+	3	+	25669				1	17	28980	30556	*	*	*
HEALTH SCIENCES														
ALLIED HEALTH	43	53	28712	28219	32000	29500	24000	78	137	28926	27436	32000	29000	23712
HEALTH SCIENCES	+	12	+	21561				7	40	25246	20827	*	*	*
NURSING	39	126	30994	28330	34100	30600	27976	112	246	30033	28270	34000	30000	27206
PHARMACY	1	47	49760	36811	*	*	*	4	86	41298	36728	*	*	*
SCIENCES														
ACTUARIAL	5	14	30920	30757	*	*	*	5	78	30920	28267	*	*	*
ARCHITECTURAL & ENVIRONME	6	27	24000	24947	*	*	*	10	106	24840	25125	*	*	*
BIOLOGICAL	4	46	17763	22283	*	*	*	7	108	19679	21800	*	*	*
CHEMISTRY	5	45	31360	25753	*	*	*	13	152	29863	27494	*	*	*
GEOLOGY & GEOLOGICAL SCI	+	4	+	25200				1	29	25000	23463	*	*	*
MATHEMATICS	23	103	28354	27883	33600	30600	20195	52	357	26710	27032	33300	27500	20000
PHYSICS	4	16	30575	28179	*	*	*	7	58	31900	29157	*	*	*
OTHER PHYSICAL & EARTH SC	1	9	16528	21009	*	*	*	1	18	16528	21044	*	*	*
POLYMER SCIENCE	1	2	30000	31560	*	*	*	1	8	30000	32066	*	*	*
TEXTILE SCIENCE	+	6	+	27453				+	30	+	26979			
TOTALS	1080	8407						3121	33844					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

BACHELOR'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS

(Data Combined for Men and Women)

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 6/4/90 THROUGH 8/9/90							CUMULATIVE PERIOD 9/1/89 THROUGH 8/9/90						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
FINANCE														
ACCOUNTING (PUBLIC)	56	779	$26821	$26347	$32000	$27000	$20800	380	4114	$28261	$26824	$33000	$28000	$23000
ACCOUNTING (PRIVATE)	21	365	25119	25293	30000	24000	19500	74	1486	24927	25273	30000	25600	18000
COMMERCIAL BANKING (CNSMR	10	54	23704	23914	*	*	*	23	279	23552	21915	31000	23000	19100
COMMERCIAL BANKING (LENDG	6	37	25750	25302	*	*	*	13	302	26538	24171	*	*	*
INVESTMT BANKING (CORP FN	6	44	30833	29555	*	*	*	16	124	29888	29065	*	*	*
INVESTMT BANKNG (M & A)	+	3	+	24335				1	19	30000	26534	*	*	*
INVESTMT BANKG (REAL EST)	+	5	+	25525				+	19	+	25358			
INVESTMT BANKG (SALES & T	1	8	28000	22662	*	*	*	4	36	27875	23226	*	*	*
FINANCIAL/TREASURY ANALYS	21	190	26105	25976	30000	27000	21000	49	774	26243	26692	30000	27000	21000
PORTFOLIO MGMT/BROKERAGE	5	18	24500	22394	*	*	*	17	90	25706	23430	*	*	*
UNDERWRITING	3	55	23833	25135	*	*	*	14	212	24250	24012	*	*	*
INSURANCE - CLAIMS	9	75	22033	21879	*	*	*	19	191	22666	22456	*	*	*
COMMUNICATIONS														
DESIGN/GRAPHIC ARTS	3	14	20794	18098	*	*	*	4	39	20096	20370	*	*	*
MEDIA PLANNING	+	10	+	18548				+	31	+	19795			
REPORTING	+	9	+	16444				+	30	+	16517			
PRODUCTION	6	14	25667	24200	*	*	*	9	67	22667	25338	*	*	*
PUBLIC RELATIONS	3	38	21569	20413	*	*	*	7	114	22958	20322	*	*	*
WRITING / EDITING	9	47	27955	21822	*	*	*	9	112	27955	19972	*	*	*
MARKETING														
ADVERTISING	6	40	24167	23681	*	*	*	9	104	22622	21927	*	*	*
BRAND/PRODUCT MANAGEMENT	8	68	28709	26393	*	*	*	21	276	26997	25442	31200	28000	22100
BUYER/MERCHANDISING	10	94	23256	23302	*	*	*	27	551	23864	23021	27000	24000	20000
DISTRIBUTION	7	40	26071	26430	*	*	*	20	158	26883	26152	29000	27130	25000
MARKET RESEARCH	5	59	26700	24320	*	*	*	15	135	28500	25128	*	*	*
PURCHASING	5	15	25199	25413	*	*	*	12	69	26375	24204	*	*	*
SALES	43	588	26601	24475	34600	26496	19000	102	2171	26601	24719	33200	26496	18000
PUBLIC ADMINISTRATION														
EXECUTIVE, LEGISL, & GENL	3	24	25148	21392	*	*	*	5	62	22528	21236	*	*	*
FINANC,TAXA, MONETARY POL	4	33	25200	23768	*	*	*	13	102	23371	23017	*	*	*
ECONOMIC PROGRAMS	4	12	21973	21721	*	*	*	4	28	21973	24373	*	*	*
LAW ENFORCEMENT	4	34	16782	22336	*	*	*	5	67	18706	24037	*	*	*
MILITARY	2	35	22000	22925	*	*	*	2	133	22000	22375	*	*	*
NATIONAL SECURITY	1	6	16305	22133	*	*	*	1	15	16305	24459	*	*	*
URBAN / REGIONAL PLANNING	1	16	16528	21773	*	*	*	1	33	16528	23546	*	*	*
ENGINEERING														
BIOENGINEERING	1	46	18000	33374	*	*	*	1	107	18000	33193	*	*	*
DESIGN / CONSTRUCT	48	475	30598	30675	34700	30463	26500	111	2007	29635	30096	34000	30000	24960
ENVIRONMENTAL/SANITATION	9	55	31311	29174	*	*	*	38	261	30226	29334	35040	29750	27000
MANUFACTURING/INDUSTRIAL	59	526	32969	31724	35400	33000	30480	235	2160	32367	31948	35400	32400	30000
SYSTEMS / PROGRAMMING	10	88	32980	31039	*	*	*	38	460	31728	31078	34500	32400	26500
POWER SYSTEMS	8	95	33375	31662	*	*	*	56	486	31714	31720	33720	32350	29760
SOFTWARE DESIGN & DEVELOP	37	156	33637	32064	36000	34000	30000	62	503	32877	31802	36000	33500	28500
HARDWARE DESIGN & DEVELOP	18	123	32794	31853	*	*	*	29	417	32467	32303	36000	33600	26252

continued

BACHELOR'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS

(Data Combined for Men and Women)

BY FUNCTIONAL AREA FOR ALL TYPES OF EMPLOYERS	INTERIM PERIOD 6/4/90 THROUGH 8/9/90							CUMULATIVE PERIOD 9/1/89 THROUGH 8/9/90						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING (continued)														
RESEARCH & DEVELOPMENT	35	111	$32706	$32109	$36700	$33000	$30000	106	689	$32111	$32283	$36492	$33000	$25343
TESTING	11	55	28846	29755	*	*	*	21	298	29663	30205	33300	30500	25300
PROCESS ENGINEERING	29	279	35626	35339	37000	35500	34500	147	1669	35116	35045	36900	35500	33360
PROJECT ENGINEERING	15	253	33527	31818	*	*	*	111	1383	32262	32130	35400	32400	28000
OTHER ENGINEERING	120	718	32271	31291	35100	33000	27000	273	2835	31915	31333	35500	32500	26252
HEALTH CARE														
ADMINISTRATIVE (HEALTH C	+	7	+	19788				6	38	27463	22109	*	*	*
INDUSTRIAL HYGIENE	+	22	+	29409				+	23	+	28826			
MEDICAL TECHNOLOGY	9	14	26901	25269	*	*	*	17	40	25580	23950	*	*	*
NURSES / PERSONAL CARE	39	126	30994	28425	34100	30600	27976	109	246	29942	28200	34000	30000	27000
OCCUPATIONAL THERAPY	5	9	29600	24933	*	*	*	16	28	28037	25644	*	*	*
PHARMACIST	1	42	49760	36674	*	*	*	4	68	41298	37466	*	*	*
PHYSICAL THERAPY	11	18	31045	29180	*	*	*	31	60	31581	29309	34500	30000	28600
RESPIRATORY THERAPY	+	3	+	23200				+	11	+	25030			
OTHER HEALTH RELATED	20	50	26928	22964	32000	28000	19000	23	106	26946	21842	32000	28000	19000
SOCIAL SERVICES														
ADMINISTRATION	2	19	16000	22583	*	*	*	5	56	14600	19827	*	*	*
COUNSELING	6	46	14541	16385	*	*	*	8	102	15843	16658	*	*	*
FUNDRAISING / DEVELOPMENT	1	19	16000	17893	*	*	*	2	35	18000	16930	*	*	*
SOCIAL WORK	9	40	16309	16994	*	*	*	9	82	16309	17313	*	*	*
COMPUTER SCIENCE														
COMPUTER PROGRAMMING	49	288	27786	28696	32400	27000	24000	114	1232	27724	28589	32000	27250	24000
INFORMATION SYSTEMS	18	135	30294	28913	*	*	*	70	608	29761	28262	34500	30550	23000
SYSTEMS ANALYSIS & DESIGN	40	201	30788	29333	34000	30250	28000	93	689	30058	29539	34000	30000	27000
OTHER FUNCTIONAL CATEGORIES														
ACTUARIAL	7	28	30800	30740	*	*	*	16	123	30231	30222	*	*	*
AGRICULTURE/NAT'L RESOURC	+	32	+	19888				3	162	19333	20122	*	*	*
ARCHITECTURE	5	12	22000	22980	*	*	*	6	35	21367	21993	*	*	*
CONSULTING	59	229	29807	28351	33500	31000	27000	147	987	30064	28679	34500	30600	26500
HUMAN RESRCS /INDUS RELS	4	49	20099	22568	*	*	*	12	172	21516	23233	*	*	*
MANAGEMENT TRAINEE	78	723	24759	22257	31000	24000	19500	244	2459	24403	22269	30500	24000	19000
MATH/STATISTICIANS	6	20	23429	26909	*	*	*	20	49	22892	25451	30480	21096	19493
PARALEGAL	9	31	21533	22006	*	*	*	12	61	20753	20908	*	*	*
RESEARCHERS NON-TECHNICAL	9	16	27733	25456	*	*	*	9	47	27733	22480	*	*	*
RESEARCHERS - TECHNICAL	10	27	29900	28073	*	*	*	15	80	28593	27896	*	*	*
TEACHING	21	392	19417	19634	23791	20800	13000	26	1027	19180	19353	24400	20650	13000
TOTALS	1080	8407						3121	33844					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

MASTER'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS-INEXPERIENCED

GRADUATE ALL TYPES OF EMPLOYERS	INTERIM PERIOD 6/4/90 THROUGH 8/9/90							CUMULATIVE PERIOD 9/1/89 THROUGH 8/9/90						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
BUSINESS														
ACCOUNTING	+	83	+	$29484				1	365	$30000	$29647	*	*	*
MBA--NON-TECH	5	228	$35878	36009	*	*	*	17	798	35488	36175	*	*	*
MBA--TECH	+	49	+	36349				1	174	37000	37737	*	*	*
MS-BUSINESS	+	3	+	27753				1	58	45000	34347	*	*	*
PUBLIC ADMINISTRATION	+	+	+	+				+	+	+	+			
ECONOMICS & FINANCE (BANK	+	31	+	32530				1	246	44400	36812	*	*	*
HOTEL/RESTAURANT MNGMT	+	+	+	+				+	+	+	+			
HUMAN RESOURCES (INCL LAB	2	15	30600	30646	*	*	*	11	72	30309	31487	*	*	*
MANAGEMENT INFORMATION SY	+	3	+	29700				3	49	41300	33739	*	*	*
MARKETING/MKTNG MGT (RESE	1	11	42000	32109	*	*	*	1	90	42000	35440	*	*	*
MERCHANDISING MANAGEMENT	+	+	+	+				+	+	+	+			
COMMUNICATIONS														
ADVERTISING	+	2	+	24000				+	2	+	24000			
COMMUNICATIONS	+	9	+	29422				+	17	+	27602			
JOURNALISM	+	+	+	+				+	2	+	24500			
EDUCATION														
EDUCATION ADMINISTRATION	+	16	+	24987				+	30	+	25698			
ELEMENTARY EDUCATION	+	12	+	24005				+	36	+	22893			
PHYSICAL EDUCATION	+	5	+	23598				+	11	+	27508			
READING EDUCATION	+	+	+	+				+	1	+	22000			
SPECIAL EDUCATION	+	10	+	24141				+	37	+	22798			
HUMANITIES														
FOREIGN LANGUAGES	+	+	+	+				+	2	+	24350			
LETTERS	+	5	+	24920				+	9	+	22400			
VISUAL & PERFORMING ARTS	+	2	+	27802				+	9	+	25399			
HUMANITIES - OTHER	+	1	+	30000				+	3	+	24333			
SOCIAL SCIENCES														
CRIMINAL JUSTICE	+	+	+	+				+	+	+	+			
HISTORY	+	1	+	25000				+	2	+	22500			
POLITICAL SCIENCE / GOVT	+	+	+	+				+	+	+	+			
PSYCHOLOGY	+	17	+	23055				+	47	+	24169			
SOCIOLOGY	+	+	+	+				+	3	+	20500			
SOCIAL SCIENCES - OTHER	1	17	24000	27713	*	*	*	1	26	24000	26536	*	*	*

continued

MAPA REGIONAL Report No. 6 SEPTEMBER 1990
(Data Combined for Men and Women)

MASTER'S DEGREE CANDIDATES

AVERAGE SALARY OFFERS-INEXPERIENCED

GRADUATE	INTERIM PERIOD 6/4/90 THROUGH 8/9/90							CUMULATIVE PERIOD 9/1/89 THROUGH 8/9/90						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES*			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES*		
ALL TYPES OF EMPLOYERS	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
ENGINEERING														
AEROSPACE & AERONAUTICAL	+	28	+	$37713				+	86	+	$36114			
AGRICULTURAL	1	2	$52896	41448	*	*	*	1	8	$52896	37700	*	*	*
BIOENGINEERING & BIOMEDIC	+	+	+	+				+	4	+	36500			
CHEMICAL	3	19	36067	36512	*	*	*	5	152	37360	37862	*	*	*
CIVIL	4	50	31313	32770	*	*	*	5	242	30751	32366	*	*	*
COMPUTER	+	24	+	37496				2	55	41950	35748	*	*	*
ELECTRICAL/ELECTRONIC	6	114	36448	37907	*	*	*	21	405	37999	37526	$40500	$38000	$31490
INDUSTRIAL	1	17	41000	33031	*	*	*	7	87	37057	35362	*	*	*
MECHANICAL	7	98	34909	35346	*	*	*	25	346	36062	36506	39000	36840	32160
METALLURGICAL	+	9	+	36878				+	38	+	36792			
MINING & MINERAL	+	2	+	45000				+	7	+	39626			
NUCLEAR	+	1	+	38400				+	19	+	36728			
PETROLEUM	1	3	39000	41400	*	*	*	2	29	34500	38412	*	*	*
TEXTILE	+	2	+	33510				+	2	+	33510			
HEALTH SCIENCES														
ALLIED HEALTH	+	2	+	19500				1	13	24000	25696	*	*	*
HEALTH SCIENCES	+	+	+	+				+	9	+	20402			
NURSING	+	+	+	+				+	2	+	34900			
SCIENCES														
AGRICULTURAL & NATL RESOU	+	2	+	17252				+	13	+	22839			
ARCHITECTURAL & ENVIRONME	+	3	+	23885				+	11	+	26905			
BIOLOGICAL	1	5	29800	22360	*	*	*	1	13	29800	27279	*	*	*
CHEMISTRY	+	2	+	36660				6	23	31750	32320	*	*	*
COMPUTER SCIENCE														
COMPUTER SCIENCE	5	99	28354	37175	*	*	*	14	266	35885	36849	*	*	*
SCIENCES														
GEOLOGY & RELATED GEOLOGI	1	10	37020	34086	*	*	*	4	63	28955	33644	*	*	*
MATHEMATICS (INCL ACTUARI	1	13	22500	29390	*	*	*	3	45	32167	30069	*	*	*
PHYSICS	+	1	+	41600				1	12	24705	31480	*	*	*
POLYMER	+	+	+	+				6	9	34980	37098	*	*	*
TOTALS	40	1026						141	4048					

Master's Degree Candidates - Experience [1]

AVERAGE SALARY OFFERS

(Data Combined for Men and Women)

GRADUATE ALL TYPES OF EMPLOYERS	INTERIM PERIOD 6/4/90 THROUGH 8/9/90							CUMULATIVE PERIOD 9/1/89 THROUGH 8/9/90						
	NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'			NUMBER OF OFFERS		AVERAGE $ OFFERS		PERCENTILES'		
	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH	REGIONAL	NATIONAL	REGIONAL	NATIONAL	90TH	50TH	10TH
OVER 1 TO 2 YEARS														
MBA--NON-TECH	1	81	$21900	$39595	*	*	*	1	397	$21900	$43310	*	*	*
MBA--TECH	+	19	+	47446				+	115	+	48191			
OVER 2 TO 4 YEARS														
MBA--NON-TECH	+	64	+	40320				+	453	+	45683			
MBA--TECH	+	46	+	46161				+	234	+	50355			
OVER 4 YEARS														
MBA--NON-TECH	+	66	+	43515				1	341	45300	45883	*	*	*
MBA--TECH	+	49	+	46586				+	171	+	51452			
TOTALS	1	325						2	1711					

1 Years of previous full-time, nonmilitary employment
' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

DOCTORAL DEGREE CANDIDATES

AVERAGE SALARY OFFERS

(Data Combined for Men and Women)

INTERIM PERIOD 6/4/90 THROUGH 8/9/90

CUMULATIVE PERIOD 9/1/89 THROUGH 8/9/90

BY CURRICULUM FOR ALL TYPES OF EMPLOYERS	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH	NUMBER OF OFFERS REGIONAL	NUMBER OF OFFERS NATIONAL	AVERAGE $ OFFERS REGIONAL	AVERAGE $ OFFERS NATIONAL	PERCENTILES' 90TH	PERCENTILES' 50TH	PERCENTILES' 10TH
BUSINESS														
BUSINESS ADMIN & MNGMT.	+	+	+	+				+	1	+	$38000			
COMPUTER & INFOR SCIENCES	1	17	$60000	$55606	*	*	*	3	25	$58667	54788	*	*	*
ECONOMICS	+	+	+	+				+	3	+	44000			
EDUCATION														
EDUCATION ADMINISTRATION	+	23	+	46128				1	43	37500	44900	*	*	*
HUMANITIES & SOCIAL SCIENCES														
ENGLISH	+	+	+	+				2	6	32520	30340	*	*	*
FOREIGN LANGUAGES	+	+	+	+				+	+	+	+			
HUMANITIES	+	1	+	28000				+	2	+	26000			
PSYCHOLOGY	+	7	+	35857				+	13	+	34154			
SOCIOLOGY	+	2	+	32502				+	4	+	32502			
SOCIAL SCIENCES	1	5	49000	37800	*	*	*	1	10	49000	34200	*	*	*
ENGINEERING														
AEROSPACE	+	2	+	56000				+	6	+	48932			
CHEMICAL	7	45	48301	50392	*	*	*	35	177	49640	50524	$53004	$50000	$46800
CIVIL	1	11	37440	45177	*	*	*	1	20	37440	44481	*	*	*
COMPUTER	+	11	+	52536				+	15	+	50526			
ELECTRICAL/ELECTRONIC	7	51	51814	53315	*	*	*	8	84	52463	53147	*	*	*
INDUSTRIAL ENGINEERING	+	+	+	+				+	2	+	51500			
MECHANICAL	1	15	54000	51853	*	*	*	2	40	52000	49887	*	*	*
METALLURGICAL	3	12	49167	46867	*	*	*	8	30	46586	47296	*	*	*
SCIENCES														
AGRICULTURE & NAT'L RESRC	+	2	+	45500				+	16	+	38912			
BIOLOGICAL	+	2	+	32500				+	2	+	32500			
CHEMISTRY	1	40	48000	45258	*	*	*	7	145	45166	45356	*	*	*
GEOLOGICAL SCIENCES	+	3	+	41267				1	14	48900	38028	*	*	*
MATHEMATICS	1	5	33500	48704	*	*	*	1	11	33500	42775	*	*	*
PHYSICS	1	6	54000	41717	*	*	*	1	17	54000	41486	*	*	*
POLYMER	+	1	+	45000				+	8	+	46625			
TOTALS	24	261						71	694					

' Percentiles are computed on regional data
* Not computed for fewer than 20 offers
+ No offers reported

AVERAGE SALARY OFFERS SEPTEMBER 1990 MAPA REGIONAL CUMULATIVE REPORT

Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER

90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
ACCOUNTING	28165 353 37500/23040			22667 6	27000 1	28850 4	22267 3	30333 3	
BUSINESS ADMIN (INCL MGMT	22425 4	17250 2		23526 14	30000 1	24810 10	24513 8	29991 32 37500/28000	
DISTRIBUTION MANAGEMENT						15000 1			
ECONOM & FINANCE (BANKING	29646 24 35500/26500			26206 28 34000/21500	31938 8	28100 5	27700 1	28545 22 33000/25000	
HUMAN RSRCS (incl LABOR R				18000 1					
MANAGEMENT INFO SYSTEMS						33500 1		25000 1	28000 1
MARKETING/MARK MGMT (RESR				23667 3		25800 1			
COMMUNICATIONS		12000 1				18000 1		19000 1	
FOREIGN LANGUAGES				25550 2		18000 1			
LETTERS (incl English, Li	30000 2	18667 3		23500 3	31000 1	20000 1	27790 2	33000 1	
VISUAL & PERFORMING ARTS		17500 1			30000 1	25900 1	19843 1		
HUMANITIES - OTHER					24500 1				25000 1
HISTORY				27667 3				30000 1	
POLITICAL SCIENCE/GOVT				27000 2			31000 1	29600 5	
PSYCHOLOGY	34250 2				31500 2				
SOCIOLOGY				24000 2		26500 1			
SOCIAL SCIENCES-OTHER				22833 3	21000 1		18000 1	23000 1	
CHEMICAL	28500 1							31942 5	36504 1
CIVIL			30000 1					27351 32 31000/24960	27358 17
COMPUTER						36725 4	34629 14	32167 3	
ELECTRICAL/ELECTRONIC	33000 5		26520 1		28000 1	33713 16	33543 7	32377 13	31200 1
ENIVRONMENTAL ENGINEERING								24960 1	31200 1
INDUSTRIAL	31500 5					34500 1	32280 1	30106 17	31000 1

AVERAGE SALARY OFFERS SEPTEMBER 1990 MAPA REGIONAL CUMULATIVE REPORT

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

PART 1 - PAGE 2

BY CURRICULUM/EMPLOYER

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
MECHANICAL	34000 2					33100 5	32400 1	29873 17	31311 8
ENGINEERING TECHNOLOGY						33500 2	29800 1	30500 2	21667 3
COMPUTER SCIENCE	32000 2			26297 3		30600 12	29605 40 37000/27000	30324 17	24960 1
COMPUTER PROGRAMMING							25400 3		
INFORMATION SCIENCES & SY				26450 2		30496 28 40500/26500	29032 13	30522 9	
SYSTEMS ANALYSIS							28980 1		
ARCHITECTURAL & ENVIRONME	27000 1		24025 8						
CHEMISTRY					37000 1				
MATHEMATICS	31000 1				32000 1	31825 4	32528 2	31967 3	
PHYSICS						33000 2	28900 2		

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
ACCOUNTING	24750 6		24000 2	26000 1	20800 1	24250 4		18720 1	
BUSINESS ADMIN (INCL MGMT	24654 13	21500 2	25000 1	22885 24 35000/19000	11520 1	22607 28 27600/19000			29600 5
DISTRIBUTION MANAGEMENT						21100 2			
ECONOM & FINANCE (BANKING	27306 28 45000/21500			23884 16		24756 9	27000 1		29000 1
HOTEL/RESTAURANT MGMT.		21889 9	22384 24 28000/19000						
HUMAN RSRCS (incl LABOR R							18200 1		
MANAGEMENT INFO SYSTEMS							23000 1		
MARKETING/MARK MGMT (RESR	23000 1			25667 3		22963 15			
COMMUNICATIONS	18000 1	23000 1		22200 1		21586 7			22800 1
TEXTILES & CLOTHING						19375 8			
MERCHANDISING MANAGEMENT						18915 12			
FOREIGN LANGUAGES						30000 1			
LETTERS (incl English, Li				24333 3	22000 1	24000 1			20233 3
VISUAL & PERFORMING ARTS				24000 1		17750 2			
HUMANITIES - OTHER					19000 1	22300 4			
CRIMINAL JUSTICE					13440 1			17000 1	
HISTORY	29000 1				21750 4	24600 3	26000 1		
POLITICAL SCIENCE/GOVT	21000 1	16120 1		23875 4	22800 1	23000 4			
PSYCHOLOGY		20000 1		30500 2	19000 2	22333 6			
SOCIOLOGY	22000 1					19495 1			
SOCIAL SCIENCES-OTHER	29000 2					24333 3		12480 1	
CIVIL				31000 1					
ELECTRICAL/ELECTRONIC				31000 1					

ERAGE SALARY OFFERS SEPTEMBER 1990 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

CURRICULUM/EMPLOYER 90th: 22080 / 10th: 18330 PART 2 - PAGE 2

CURRICULUM	FINANCE		HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE		LEGAL SVCS	MERCHANDISING		PERSONNEL SUPP		PROTECTIVE SER	PUBLISHING	
INDUSTRIAL	32000	1						24700	2				29000	2
MECHANICAL	25000	1												
COMPUTER SCIENCE	30251	6			27338	4		29000	1	23000	1		27000	4
INFORMATION SCIENCES & SY					35000	1								
PHARMACY								45680	2					
ACTUARIAL	32300	1			30575	4								
BIOLOGICAL					22000	1								
MATHEMATICS	16998	2			29367	9								

AVERAGE SALARY OFFERS SEPTEMBER 1990 MAPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
ACCOUNTING				24425 4		23150 2	23580 5		19500 1
BUSINESS ADMIN (INCL MGMT	22000 1		21500 2	29000 1		21186 7			23010 1
ECONOM & FINANCE (BANKING		24000 1	22167 6		14750 2	23599 7			
MANAGEMENT INFO SYSTEMS			23167 6						
MARKETING/MARK MGMT (RESR				28500 2		20195 1			
COMMUNICATIONS			25000 1				20195 1		
TELECOMMUN/BROADCASTING									11000 1
ELEMENTARY EDUCATION					20858 7				
PRE-ELEMENTARY EDUCATION					16833 3				
SPECIAL EDUCATION					20958 5				
HUMAN ECOLOGY (HOME ECONO					21192 3				19200 1
LETTERS (incl English, Li					15000 1	16305 1			
VISUAL & PERFORMING ARTS					22150 2				
HUMANITIES - OTHER					13000 1	22887 1			16000 1
CRIMINAL JUSTICE				26400 1		11648 1	20100 2		
HISTORY					19000 1	19600 3			
POLITICAL SCIENCE/GOVT			15600 1			20195 1	27000 1		
PSYCHOLOGY					20000 1	21598 2	23000 1	18500 1	
SOCIOLOGY		25000 1				16280 1		20000 1	
SOCIAL SCIENCES-OTHER						21000 1			18000 2
AEROSPACE & AERONAUTICAL						30529 3			
CHEMICAL				32900 2		26000 1			
CIVIL	30625 1		28000 1	31274 4		26375 4	26835 8		

AVERAGE SALARY OFFERS SEPTEMBER 1990 MAPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
COMPUTER					24000 1	25687 7			
ELECTRICAL/ELECTRONIC		34580 5	29910 1	32350 33 36500/30480	25343 3	26761 41 36000/25343	29333 3		
INDUSTRIAL			30400 3	31700 1		21031 3			
MECHANICAL		32000 2		32871 23 37000/31000		24638 19	29663 3		
METALLURGICAL						20463 1			
NUCLEAR				32100 1					
ENGINEERING TECHNOLOGY				33250 4		28000 1			
COMPUTER SCIENCE		31900 2	25086 7	30000 1	18000 1	25287 10			
COMPUTER PROGRAMMING			27900 1		25570 4				
INFORMATION SCIENCES & SY			22800 2	27798 2			26500 1		19000 1
ALLIED HEALTH					28631 1			27678 50 32000/23600	31412 26 50000/28000
HEALTH SCIENCES					26237 1			26500 2	25827 3
NURSING					27500 5			30211 99 39000/27500	29410 8
PHARMACY								36917 2	
BIOLOGICAL					17000 2	19000 1			18050 1
CHEMISTRY						20200 1			
MATHEMATICS				23248 2		20277 14			24000 1
PHYSICS				35000 1					
OTHER PHYSICAL & EARTH SC							16528 1		

AVERAGE SALARY OFFERS SEPTEMBER 1990 MAPA REGIONAL CUMULATIVE REPORT

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

PART 4 - PAGE 1

BY CURRICULUM/EMPLOYER

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
ACCOUNTING									28145 13
BUSINESS ADMIN (INCL MGMT								16800 1	27590 14
DISTRIBUTION MANAGEMENT								22000 1	28451 7
ECONOM & FINANCE (BANKING					26400 2			21400 5	28500 3
MANAGEMENT INFO SYSTEMS								30450 4	31500 1
MARKETING/MARK MGMT (RESR							29736 1	26400 1	27320 7
ELEMENTARY EDUCATION			12750 2						
FOREIGN LANGUAGES		25000 1							
LETTERS (incl English, Li	13000 1		12000 1				18000 1		31500 1
POLITICAL SCIENCE/GOVT				12000 1					
PSYCHOLOGY			17782 3						
SOCIOLOGY			13125 4						
SOCIAL SCIENCES-OTHER			14000 2				25320 1		
AEROSPACE & AERONAUTICAL					31600 1				
CHEMICAL					35500 1		30796 2	31800 3	35266 158 38500/34200
CIVIL								27839 18	30250 2
COMPUTER					32525 4				35100 2
ELECTRICAL/ELECTRONIC					31199 5	30000 1	32082 5	31700 2	33750 16
INDUSTRIAL							32072 6	32540 10	32087 21 35520/31000
MECHANICAL					31233 14		32570 30 35040/31000	31492 22 34000/30000	33681 39 36492/31500
METALLURGICAL					34000 1		33600 1		
ENGINEERING TECHNOLOGY					40000 1		26000 1	30267 3	28028 1
AGRIBUSINESS						18000 2			

AVERAGE SALARY OFFERS SEPTEMBER 1990 MAPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
COMPUTER SCIENCE					30096 1			27669 3	32133 15
COMPUTER PROGRAMMING					32000 1				31000 1
INFORMATION SCIENCES & SY					31500 2		34800 1	26400 1	32350 3
ALLIED HEALTH			27000 1						
HEALTH SCIENCES				20000 1					
BIOLOGICAL									19700 1
CHEMISTRY									30602 10
MATHEMATICS								24000 2	31200 2
PHYSICS					28500 1				

VERAGE SALARY OFFERS SEPTEMBER 1990 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers
Y CURRICULUM/EMPLOYER 90th: 22080 / 10th: 18330 PART 5 - PAGE 1

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
ACCOUNTING	27500 1	25200 1	24000 1	27500 2	24390 2			35000 1	28250 10
BUSINESS ADMIN (INCL MGMT	30150 4	26189 9	27950 4	33225 4	24567 6			27000 1	24810 3
DISTRIBUTION MANAGEMENT									28167 3
ECONOM & FINANCE (BANKING	23503 5	26260 5	25165 6	29115 13					27688 8
MANAGEMENT INFO SYSTEMS		30000 1			25800 1				29500 2
MARKETING/MARK MGMT (RESR		25933 3	30000 1	27250 2	24000 1				26000 1
COMMUNICATIONS			24600 1						
TEXTILES & CLOTHING				30000 1					
LETTERS (incl English, Li	25438 2	31250 2							
HUMANITIES - OTHER			26496 1						
HISTORY			26496 1		28000 1				
PSYCHOLOGY			26496 1	26500 2					
SOCIAL SCIENCES-OTHER			26496 1						
AEROSPACE & AERONAUTICAL		31100 1							
BIOENGINEERING & BIOMEDIC				35000 1					
CHEMICAL	34350 1	34650 7		35400 4	32725 8			34635 3	36325 37 37500/35000
CIVIL					26000 1			36000 1	32650 6
COMPUTER	35367 12	33390 15		33450 2				31500 3	33000 1
ELECTRICAL/ELECTRONIC	33141 19	31791 85 40000/30000		33240 3	32081 19	32400 2		34000 5	34260 5
INDUSTRIAL		32055 30 35500/30000	32127 4	33000 1	27650 4			31200 6	34962 2
MECHANICAL	33667 3	31967 52 35100/30100	31667 3	31000 2	31931 48 36240/30000		34175 4	34791 11	35230 22 37500/33600
METALLURGICAL		32100 1			32392 10				
MINING (INCL GEOLOGICAL)						30000 2			

AVERAGE SALARY OFFERS SEPTEMBER 1990 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/EMPLOYER 90th: 22080 / 10th: 18330 PART 5 - PAGE 2

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
NUCLEAR		32670 2			32560 3				
PETROLEUM									38100 1
ENGINEERING TECHNOLOGY	30000 1	29119 14			30360 5				43000 1
NATURAL RESOURCES								18000 1	
OTHER AGRICULTURAL SCIENC			28800 3						
COMPUTER SCIENCE	29374 8	32196 24 36800/29000			27100 2		23000 1		31000 2
COMPUTER PROGRAMMING		30700 2							
INFORMATION SCIENCES & SY	27340 4	28060 5		33333 6	27840 5				
CHEMISTRY					25000 1				
GEOLOGY & GEOLOGICAL SCI									25000 1
MATHEMATICS	30400 3	33300 1			31200 1				29940 2
PHYSICS		36000 1							

AVERAGE SALARY OFFERS SEPTEMBER 1990 MAPA REGIONAL CUMULATIVE REPORT

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

BY CURRICULUM/EMPLOYER

CURRICULUM	PRINTING		RUBBER PRODUCT		SCIENTIFIC & I		STONE, CLAY, G		TEXTILES & APP		WIDELY DIVERSI		OTHER EMPLOYER	
ACCOUNTING													19667	6
BUSINESS ADMIN (INCL MGMT			23800	2					24882	2	29333	6	25073	11
DISTRIBUTION MANAGEMENT			26833	6										
ECONOM & FINANCE (BANKING									22668	2			24600	2
HOTEL/RESTAURANT MGMT.													23000	2
MARKETING/MARK MGMT (RESR	18500	2			21600	1			22668	2	23000	1	25200	1
COMMUNICATIONS									22668	1				
TELECOMMUN/BROADCASTING									24336	1				
TEXTILES & CLOTHING									14560	1				
LETTERS (incl English, Li											31815	1	25000	1
VISUAL & PERFORMING ARTS									16640	1			22000	1
HUMANITIES - OTHER													20000	2
PSYCHOLOGY													18000	1
SOCIAL SCIENCES-OTHER													30000	1
CHEMICAL			34260	9							33950	10	35000	1
CIVIL					29200	1							27500	3
COMPUTER			33900	1			34000	1			31800	1	33100	1
ELECTRICAL/ELECTRONIC					33600	3	34100	1			32500	4	29950	4
INDUSTRIAL							28500	1					31590	5
MECHANICAL			33471	7	30957	7	31500	2	32250	2	32750	12	31145	11
METALLURGICAL													32700	1
MINING (INCL GEOLOGICAL)													31500	1
ENGINEERING TECHNOLOGY											31200	1	27967	3

AVERAGE SALARY OFFERS SEPTEMBER 1990 MAPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/EMPLOYER

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI	OTHER EMPLOYER
COMPUTER SCIENCE		31150 6		27600 2		30480 1	
COMPUTER PROGRAMMING		30900 1					
INFORMATION SCIENCES & SY		30600 1					
ARCHITECTURAL & ENVIRONME			29200 1				
BIOLOGICAL							25000 1
MATHEMATICS						31500 1	27500 1
POLYMER SCIENCE				30000 1			

AVERAGE SALARY OFFERS SEPTEMBER 1990 MAPA REGIONAL CUMULATIVE REPORT
BY TECH - NON TECH/EMPLOYER CUMULATIVE PERIOD 9/1/89 THROUGH 8/9/90

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
BACHELOR - NON TECHNICAL	28239 385 37500/23000	17143 7		24825 67 34000/19100	30125 16	25433 27 33500/20000	24413 17	29204 67 37500/25000	26500 2
BACHELOR - TECHNICAL	31824 17		24872 10	26358 5	32333 3	31996 74 43400/26500	30632 85 42000/26800	29782 119 37200/26000	28346 33 36504/24960

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
BACHELOR - NON TECHNICAL	26011 54 45000/20000	21366 14	22601 27 28000/19000	23820 55 35000/19000	19547 12	22214 110 36500/18000	23550 4	16067 3	26050 10
BACHELOR - TECHNICAL	27709 11			29283 21 35000/26000		33952 5	23000 1		27667 6

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
BACHELOR - NON TECHNICAL	22000 1	24500 2	22225 16	26263 8	19449 26 25000/13000	21082 28 28000/17000	22830 10	19250 2	17816 7
BACHELOR - TECHNICAL	30625 1	33411 9	26547 15	32140 74 40000/29760	24815 18	25054 106 36000/20195	27168 18	29422 153 39000/25409	29763 40 50000/23000

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
BACHELOR - NON TECHNICAL	13000 1	25000 1	14279 12	12000 1	26400 2		24352 3	24500 12	28066 46 34600/26640
BACHELOR - TECHNICAL			27000 1	20000 1	31814 32 40000/30000	22000 3	32303 46 35040/31000	30099 64 35400/26000	34156 271 38500/31000

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
BACHELOR - NON TECHNICAL	26374 12	26786 21 31500/24900	26316 17	29329 24 33900/24500	24907 11			31000 2	27701 27 32544/26400
BACHELOR - TECHNICAL	32451 51 39000/27600	31873 240 40000/29600	30991 10	33591 19	31436 107 36240/28800	31200 4	31940 5	33077 30 36000/31200	35215 80 43000/32500

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI	OTHER EMPLOYER
BACHELOR - NON TECHNICAL	18500 2	26075 8	21600 1		21864 10	28852 8	23186 28 32000/18000
BACHELOR - TECHNICAL		32998 25 35700/30600	31325 12	30600 8	32250 2	32916 30 36000/31200	30361 32 35000/28000

AVERAGE SALARY OFFERS SEPTEMBER 1990 MAPA REGIONAL CUMULATIVE REPORT
BY TECH - NON TECH/EMPLOYER CUMULATIVE PERIOD 9/1/89 THROUGH 8/9/90

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	PUBL ACCNTNG	ADVERTISING	ARCHITECTURAL	BANKING (COMME	BANKING (INVES	COMMUNICATION	COMPUTER SFT/D	CONSULT SVCS	ENGINEERING /
MBA--NON-TECH	35000 2			23000 1				36800 1	
MBA--TECH									

CURRICULUM	FINANCE	HOSPITALITY(AM	HOSPITALITY(HO	INSURANCE	LEGAL SVCS	MERCHANDISING	PERSONNEL SUPP	PROTECTIVE SER	PUBLISHING
MBA--NON-TECH	27000 1								
MBA--TECH									

CURRICULUM	REAL ESTATE	RESEARCH ORGAN	TRANSPORTATION	UTILITIES	EDUCATION	FEDERAL GOVERN	LOCAL/STATE GO	HOSPITALS	HEALTH SRVCS (
MBA--NON-TECH				25000 1		30100 1			
MBA--TECH									

CURRICULUM	MEMBERSHIP/REL	MUSEUMS & CULT	SOCIAL SRVCS/P	OTHER NON-PROF	AEROSPACE	AGRIBUSINESS &	AUTOMOTIVE & M	BUILDING MATLS	CHEMICAL, DRUG
MBA--NON-TECH									39500 2
MBA--TECH									

CURRICULUM	COMPUTER & BUS	ELECTR & ELECT	FOOD & BEVERAG	HOUSEHOLD & PE	METALS & METAL	MINING	PACKAGING & AL	PAPER & WOOD P	PETROLEUM & AL
MBA--NON-TECH	51000 1	38333 3			30000 1				38796 3
MBA--TECH	37000 1								

CURRICULUM	PRINTING	RUBBER PRODUCT	SCIENTIFIC & I	STONE, CLAY, G	TEXTILES & APP	WIDELY DIVERSI	OTHER EMPLOYER
MBA--NON-TECH							
MBA--TECH							

AVERAGE SALARY OFFERS SEPTEMBER 1990 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 8/9/90 90th: 22080 / 10th: 18330 PART 1 - PAGE 1

CURRICULUM	ACCOUNTING (PU	ACCOUNTING (PR	COMMERCIAL BAN	COMMERCIAL BAN	INVESTMT BANKI	INVESTMT BANKN	INVESTMT BANKG	INVESTMT BANKG	FINANCIAL/TREA
ACCOUNTING	28157 352 37500/23000	25322 52 35000/20000	17000 1		24833 3				24250 4
BUSINESS ADMIN (INCL MGMT	25500 3	20903 7	11440 1	29250 2					24427 11
ECONOM & FINANCE (BANKING	30081 21 35500/28000	26750 12	25296 11	27500 8	30970 10			28000 1	27293 28 34000/23816
HUMAN RSRCS (incl LABOR R				18000 1					
MARKETING/MARK MGMT (RESR		22000 1	27000 1						
FOREIGN LANGUAGES			19100 1						32000 1
LETTERS (incl English, Li	31000 1		23000 2	24500 1					
VISUAL & PERFORMING ARTS		14500 1			30000 1				
HUMANITIES - OTHER								24500 1	
HISTORY			32000 1						28000 1
POLITICAL SCIENCE/GOVT		24000 1	22000 1						24000 2
PSYCHOLOGY					32000 1			31000 1	
SOCIOLOGY			24000 2						
SOCIAL SCIENCES-OTHER			14500 1	24000 1		30000 1			
ELECTRICAL/ELECTRONIC	31000 1							28000 1	
INFORMATION SCIENCES & SY			26400 1						
ARCHITECTURAL & ENVIRONME	27000 1								
MATHEMATICS	31000 1				32000 1				24000 2

AVERAGE SALARY OFFERS SEPTEMBER 1990 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 8/9/90 90th: 22080 / 10th: 18330 PART 2 - PAGE 1

CURRICULUM	PORTFOLIO MGMT		UNDERWRITING		INSURANCE - CL		DESIGN/GRAPHIC		MEDIA PLANNING	REPORTING	PRODUCTION		PUBLIC RELATIO		WRITING / EDIT	
ACCOUNTING	24500	1									30000	2				
BUSINESS ADMIN (INCL MGMT	26333	6	25286	7	22317	9					27000	2	23000	1		
ECONOM & FINANCE (BANKING	25833	6	21750	2	23520	5									29000	1
HOTEL/RESTAURANT MGMT.													23000	1		
MARKETING/MARK MGMT (RESR			23000	1							15000	1				
COMMUNICATIONS					22200	1					15000	2				
FOREIGN LANGUAGES													25000	1		
LETTERS (incl English, Li					21000	2	18000	1			22500	2	16500	1	25099	6
VISUAL & PERFORMING ARTS			24000	1			20794	3								
HUMANITIES - OTHER													23944	2		
POLITICAL SCIENCE/GOVT			23500	1	22000	1										
PSYCHOLOGY					26000	1										
SOCIOLOGY	22000	1														
SOCIAL SCIENCES-OTHER													25320	1		
INDUSTRIAL	32000	1														
INFORMATION SCIENCES & SY															36000	2
BIOLOGICAL			22000	1												
MATHEMATICS	22750	2	26500	1												

AVERAGE SALARY OFFERS SEPTEMBER 1990 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 8/9/90 90th: 22080 / 10th: 18330 PART 3 - PAGE 1

CURRICULUM	ADVERTISING		BRAND/PRODUCT		BUYER/MERCHAND		DISTRIBUTION		MARKET RESEARC		PURCHASING		SALES		EXECUTIVE, LEG		FINANC,TAXA, M	
ACCOUNTING			20000	1									18000	1			24423	5
BUSINESS ADMIN (INCL MGMT	16500	1	28917	6	25000	4	21500	2	28753	3	26640	5	26635	19	18598	2	21581	5
DISTRIBUTION MANAGEMENT							27791	16			18200	1	15000	1				
ECONOM & FINANCE (BANKING	31500	2	30000	1	26500	2	25000	1			28200	2	24561	18			22800	1
HOTEL/RESTAURANT MGMT.			23000	1														
MANAGEMENT INFO SYSTEMS			30000	1					31500	1					29000	1		
MARKETING/MARK MGMT (RESR	21867	3	26670	8	23920	3			29005	4	20195	1	24956	12				
COMMUNICATIONS	23000	1	19000	1					22800	1			22533	3				
TELECOMMUN/BROADCASTING													24336	1				
TEXTILES & CLOTHING					20512	5							20250	4				
MERCHANDISING MANAGEMENT					18500	2												
FOREIGN LANGUAGES					30000	1							18000	1				
LETTERS (incl English, Li	18000	1	26875	1			25000	1					18000	1				
VISUAL & PERFORMING ARTS	17500	1											22000	1				
HUMANITIES - OTHER					27000	2							25748	2				
HISTORY					27000	1							27165	3				
POLITICAL SCIENCE/GOVT					23000	3									20195	1		
PSYCHOLOGY					25500	2			18000	1	30000	1	22748	2			23000	1
SOCIOLOGY									25000	1								
SOCIAL SCIENCES-OTHER					24500	2							28248	2			28000	1
CHEMICAL													36574	4				
CIVIL													33000	1				
COMPUTER									32500	1								

AVERAGE SALARY OFFERS SEPTEMBER 1990 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 8/9/90 90th: 22080 / 10th: 18330 PART 3 - PAGE 2

CURRICULUM	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	DISTRIBUTION	MARKET RESEARC	PURCHASING	SALES	EXECUTIVE, LEG	FINANC,TAXA, M
ELECTRICAL/ELECTRONIC					32200 2		30407 6	26250 1	
INDUSTRIAL					31020 1	28500 1	31193 7		
MECHANICAL						30000 1	33600 2		
ENGINEERING TECHNOLOGY		31200 1							
OTHER AGRICULTURAL SCIENC							28800 3		
COMPUTER SCIENCE							33000 2		
INFORMATION SCIENCES & SY							18000 1		
CHEMISTRY							29804 5		

AVERAGE SALARY OFFERS SEPTEMBER 1990 MAPA REGIONAL CUMULATIVE REPORT

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 8/9/90

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ECONOMIC PROGR	LAW ENFORCEMEN	MILITARY	NATIONAL SECUR	URBAN / REGION	BIOENGINEERING	DESIGN / CONST	ENVIRONMENTAL/	MANUFACTURING/
BUSINESS ADMIN (INCL MGMT									33300 1
ECONOM & FINANCE (BANKING	21973 4		27000 1						
LETTERS (incl English, Li				16305 1					31500 1
CRIMINAL JUSTICE		20262 4							
SOCIAL SCIENCES-OTHER		12480 1							
AEROSPACE & AERONAUTICAL							30399 3		
CHEMICAL							33088 5	33568 5	34528 23 36900/32760
CIVIL							27509 52 32437/24960	29087 18	29300 2
COMPUTER									31000 1
ELECTRICAL/ELECTRONIC							33259 7	29400 1	31994 41 36500/30000
ENIVRONMENTAL ENGINEERING								24960 1	
INDUSTRIAL							31500 1	27000 1	31883 60 36000/29850
MECHANICAL							30846 29 34200/28000	30932 9	32357 99 36840/30000
METALLURGICAL							33600 1		32340 3
NUCLEAR							32560 1	32220 1	
ENGINEERING TECHNOLOGY							31241 8	36000 1	33160 4
COMPUTER SCIENCE							24960 1		
INFORMATION SCIENCES & SY							38500 1		
ARCHITECTURAL & ENVIRONME							32000 2	29200 1	
BIOLOGICAL						18000 1			
MATHEMATICS			17000 1						
OTHER PHYSICAL & EARTH SC					16528 1				

VERAGE SALARY OFFERS SEPTEMBER 1990 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

T CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 8/9/90 90th: 22080 / 10th: 18330 PART 5 - PAGE 1

CURRICULUM	SYSTEMS / PROG	POWER SYSTEMS	SOFTWARE DESIG	HARDWARE DESIG	RESEARCH & DEV	TESTING	PROCESS ENGINE	PROJECT ENGINE	OTHER ENGINEER
BUSINESS ADMIN (INCL MGMT					18000 1				
MANAGEMENT INFO SYSTEMS			30000 1						
AEROSPACE & AERONAUTICAL					31490 1				31600 1
BIOENGINEERING & BIOMEDIC					35000 1				
CHEMICAL		30000 1			35337 17		35178 140 38496/33500	35328 11	35185 42 37500/34350
CIVIL		33696 1						25799 4	28586 16
COMPUTER	31950 12		34598 20 43400/32000	33143 7	30800 3	33350 2		32700 2	32810 20 39000/26252
ELECTRICAL/ELECTRONIC	31658 13	31826 30 34000/30400	31498 19	32497 16	30520 31 36800/25343	33737 3	36500 1	30897 27 35000/26251	31543 83 40000/26252
ENIVRONMENTAL ENGINEERING								31200 1	
INDUSTRIAL	30467 3	21000 1		31800 1	32996 5		31560 1	32000 2	29675 8
MECHANICAL	30875 4	31938 20 37000/29760	30000 1		32074 38 37500/26252	27976 13	33792 5	32968 54 37200/31000	32222 76 36500/30000
METALLURGICAL					32450 2			25832 2	32800 7
MINING (INCL GEOLOGICAL)									30500 3
NUCLEAR		32610 2						32560 2	
PETROLEUM								38100 1	
ENGINEERING TECHNOLOGY	29800 1	32500 1		28500 2	29500 2	30440 3		31860 5	26607 14
COMPUTER SCIENCE	33000 2		32284 18	33800 1	35150 2				
INFORMATION SCIENCES & SY	33000 1		34880 2	33500 2	33000 2				
MATHEMATICS			37056 1						33300 1
PHYSICS	33500 2				36000 1				28500 1
POLYMER SCIENCE									30000 1

VERAGE SALARY OFFERS SEPTEMBER 1990 MAPA REGIONAL CUMULATIVE REPORT
Y CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 8/9/90

Sample Block: Average: 20250 706 # of Offers
90th: 22080 / 10th: 18330

CURRICULUM	ADMINISTRATIVE	INDUSTRIAL HYG	MEDICAL TECHNO	NURSES / PERSO	OCCUPATIONAL T	PHARMACIST	PHYSICAL THERA	RESPIRATORY TH	OTHER HEALTH R
ACCOUNTING	27500 2								
HUMAN ECOLOGY (HOME ECONO									19200 1
PSYCHOLOGY									18500 1
ALLIED HEALTH			25580 17		28281 12		31581 31 50000/28600		28371 17
HEALTH SCIENCES	23750 2				27305 4				
NURSING	31140 2			29942 109 39000/27000					37704 1
PHARMACY						41298 4			
BIOLOGICAL									20683 3

AVERAGE SALARY OFFERS SEPTEMBER 1990 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 8/9/90 90th: 22080 / 10th: 18330 PART 7 - PAGE 1

CURRICULUM	ADMINISTRATION	COUNSELING	FUNDRAISING /	SOCIAL WORK	COMPUTER PROGR	INFORMATION SY	SYSTEMS ANALYS	ACTUARIAL	AGRICULTURE/NA
ACCOUNTING						28800 1	27500 1		
BUSINESS ADMIN (INCL MGMT					25900 1	31000 3	24000 1		
ECONOM & FINANCE (BANKING						28000 1	33000 1	28500 2	
MANAGEMENT INFO SYSTEMS					28000 1	26042 12	30600 1		
TELECOMMUN/BROADCASTING				11000 1					
ELEMENTARY EDUCATION		12500 1							
LETTERS (incl English, Li	12000 1						31000 1		
HUMANITIES - OTHER	15000 1		16000 1						
CRIMINAL JUSTICE		14200 1							
POLITICAL SCIENCE/GOVT		12000 1				31000 1			
PSYCHOLOGY	20000 1	18923 2		19250 2					
SOCIOLOGY		14750 2		14820 4	26500 1				
SOCIAL SCIENCES-OTHER	13000 2			19000 2		22000 2			
CHEMICAL					33840 1				
COMPUTER					24000 1	38000 1	35600 2		
ELECTRICAL/ELECTRONIC						35600 2	29250 6		
INDUSTRIAL					20780 1	31229 7	30750 2		
MECHANICAL					31000 1	32500 1	31250 2		
ENGINEERING TECHNOLOGY					35000 1		30000 1		
AGRIBUSINESS									15000 1
NATURAL RESOURCES									18000 1
COMPUTER SCIENCE					28071 67 34500/25000	30343 17	29569 46 36000/26004		
COMPUTER PROGRAMMING					26909 9	29500 3	31000 1		

VERAGE SALARY OFFERS SEPTEMBER 1990 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers
Y CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 8/9/90 90th: 22080 / 10th: 18330 PART 7 - PAGE 2

CURRICULUM	ADMINISTRATION	COUNSELING	FUNDRAISING /	SOCIAL WORK	COMPUTER PROGR	INFORMATION SY	SYSTEMS ANALYS	ACTUARIAL	AGRICULTURE/NA
INFORMATION SCIENCES & SY					27084 30 35000/24000	30279 16	30725 24 37000/27600		
SYSTEMS ANALYSIS						28980 1			
ALLIED HEALTH		20700 1							
HEALTH SCIENCES			20000 1						
ACTUARIAL								30920 5	
CHEMISTRY						37000 1			
GEOLOGY & GEOLOGICAL SCI									25000 1
MATHEMATICS						30900 1	27500 2	30233 9	
PHYSICS							32500 2		

ERAGE SALARY OFFERS SEPTEMBER 1990 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 8/9/90 90th: 22080 / 10th: 18330 PART 8 - PAGE 1

CURRICULUM	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA	MATH/STATISTIC	PARALEGAL	RESEARCHERS NO	RESEARCHERS -	TEACHING
ACCOUNTING		29600 5		26833 3					
BUSINESS ADMIN (INCL MGMT		29779 33 37500/27600	21160 5	24106 80 36000/19000			32000 3		
DISTRIBUTION MANAGEMENT				23000 2					
ECONOM & FINANCE (BANKING		28543 23 33000/26500	27500 2	24985 37 31044/21000			25300 4	24000 1	14750 2
HOTEL/RESTAURANT MGMT.			20500 2	22362 31 28000/18000					
HUMAN RSRCS (incl LABOR R			18200 1						
MANAGEMENT INFO SYSTEMS		25000 1							
MARKETING/MARK MGMT (RESR				23789 15					
COMMUNICATIONS				21551 9					
ELEMENTARY EDUCATION									19875 8
PRE-ELEMENTARY EDUCATION									16833 3
SPECIAL EDUCATION									20958 5
HUMAN ECOLOGY (HOME ECONO									21192 3
TEXTILES & CLOTHING				16000 1					
MERCHANDISING MANAGEMENT				18998 10					
LETTERS (incl English, Li		26500 4		28833 3		22000 1			15000 1
VISUAL & PERFORMING ARTS				21000 1					22150 2
HUMANITIES - OTHER				17600 2		19000 1			13000 1
CRIMINAL JUSTICE						13440 1			
HISTORY		30000 1	18000 1	23933 3		22300 6	20000 1		19000 1
POLITICAL SCIENCE/GOVT		29600 5		22544 5		22800 1			
PSYCHOLOGY		34250 2	20195 1	23667 6		19000 2			
SOCIOLOGY				19495 1					

AVERAGE SALARY OFFERS SEPTEMBER 1990 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY CURRICULUM/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 8/9/90 90th: 22080 / 10th: 18330 PART 8 - PAGE 2

CURRICULUM	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA	MATH/STATISTIC	PARALEGAL	RESEARCHERS NO	RESEARCHERS -	TEACHING
SOCIAL SCIENCES-OTHER		18000 1		25000 3					
CHEMICAL		29505 2		34500 3					
CIVIL		28250 6		27000 1					
ELECTRICAL/ELECTRONIC		33386 14		29820 5					
INDUSTRIAL		31056 18		29683 6					
MECHANICAL		30750 8		32238 8			32400 1		
AGRIBUSINESS				21000 1					
COMPUTER SCIENCE		30605 19		30000 2					
INFORMATION SCIENCES & SY		30925 4						32600 1	
ARCHITECTURAL & ENVIRONME	21367 6								
BIOLOGICAL								17850 2	
CHEMISTRY								28886 7	
MATHEMATICS		30600 1		27540 5	22892 20 31500/19493			33600 4	
PHYSICS				26800 1					

VERAGE SALARY OFFERS SEPTEMBER 1990 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers
Y TECH - NON TECH/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 8/9/90 90th: 22080 / 10th: 18330 PAGE 1

CURRICULUM	ACCOUNTING (PU	ACCOUNTING (PR	COMMERCIAL BAN	COMMERCIAL BAN	INVESTMT BANKI	INVESTMT BANKN	INVESTMT BANKG	INVESTMT BANKG	FINANCIAL/TREA
BACHELOR - NON TECHNICAL	28250 377 37500/23000	24927 74 35500/18000	23422 22 34000/19100	26538 13	29747 15	30000 1		27833 3	26339 47 34000/21000
BACHELOR - TECHNICAL	29667 3		26400 1		32000 1			28000 1	24000 2

CURRICULUM	PORTFOLIO MGMT	UNDERWRITING	INSURANCE - CL	DESIGN/GRAPHIC	MEDIA PLANNING	REPORTING	PRODUCTION	PUBLIC RELATIO	WRITING / EDIT
BACHELOR - NON TECHNICAL	25679 14	24250 12	22666 19	20096 4			22667 9	22958 7	25656 7
BACHELOR - TECHNICAL	25833 3	24250 2							36000 2

CURRICULUM	ADVERTISING	BRAND/PRODUCT	BUYER/MERCHAND	DISTRIBUTION	MARKET RESEARC	PURCHASING	SALES	EXECUTIVE, LEG	FINANC,TAXA, M
BACHELOR - NON TECHNICAL	22622 9	26787 20 33000/21600	23864 27 30000/20000	26883 20 30000/25000	27235 11	25800 10	24599 71 45000/18000	21598 4	23371 13
BACHELOR - TECHNICAL		31200 1			31980 4	29250 2	31184 31 37296/27800	26250 1	

CURRICULUM	ECONOMIC PROGR	LAW ENFORCEMEN	MILITARY	NATIONAL SECUR	URBAN / REGION	BIOENGINEERING	DESIGN / CONST	ENVIRONMENTAL/	MANUFACTURING/
BACHELOR - NON TECHNICAL	21973 4	18706 5	27000 1	16305 1					32400 2
BACHELOR - TECHNICAL			17000 1		16520 1	18000 1	29635 111 40000/24960	30226 38 36500/27000	32367 233 43000/30000

CURRICULUM	SYSTEMS / PROG	POWER SYSTEMS	SOFTWARE DESIG	HARDWARE DESIG	RESEARCH & DEV	TESTING	PROCESS ENGINE	PROJECT ENGINE	OTHER ENGINEER
BACHELOR - NON TECHNICAL			30000 1		18000 1				
BACHELOR - TECHNICAL	31728 38 35700/26500	31714 56 37000/29760	32924 61 43400/28500	32467 29 37500/26252	32245 105 38500/26252	29663 21 36000/25300	35116 147 38496/33360	32262 111 40000/28000	31915 273 40000/26252

CURRICULUM	ADMINISTRATIVE	INDUSTRIAL HYG	MEDICAL TECHNO	NURSES / PERSO	OCCUPATIONAL T	PHARMACIST	PHYSICAL THERA	RESPIRATORY TH	OTHER HEALTH R
BACHELOR - NON TECHNICAL	27500 2								18850 2
BACHELOR - TECHNICAL	27445 4		25580 17	29942 109 39000/27000	28037 18	41298 4	31581 31 50000/28600		27717 21 37704/22000

AVERAGE SALARY OFFERS SEPTEMBER 1990 MAPA REGIONAL CUMULATIVE REPORT Sample Block: Average: 20250 706 # of Offers

BY TECH - NON TECH/FUNCTION CUMULATIVE PERIOD 9/1/89 THROUGH 8/9/90 90th: 22080 / 10th: 18330

CURRICULUM	ADMINISTRATION	COUNSELING	FUNDRAISING /	SOCIAL WORK	COMPUTER PROGR	INFORMATION SY	SYSTEMS ANALYS	ACTUARIAL	AGRICULTURE/NA
BACHELOR - NON TECHNICAL	14600 5	15149 7	16000 1	16309 9	26800 3	26865 20 34000/23000	29220 5	28500 2	
BACHELOR - TECHNICAL		20700 1	20000 1		27749 111 35000/24000	30919 50 40500/25900	30105 88 37000/27000	30479 14	19333 3

CURRICULUM	ARCHITECTURE	CONSULTING	HUMAN RESRCS /	MANAGEMENT TRA	MATH/STATISTIC	PARALEGAL	RESEARCHERS NO	RESEARCHERS -	TEACHING
BACHELOR - NON TECHNICAL		29103 75 37500/26500	21516 12	23553 212 36000/19000		20753 12	27150 8	24000 1	19180 26 25000/13000
BACHELOR - TECHNICAL	21367 6	31065 72 37200/28000		30034 32 35500/26800	22892 20 31500/19493		32400 1	28921 14	